

Location

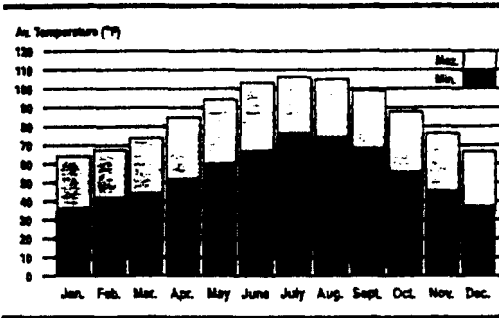


Longitude: 111°, 47', 30" W Latitude: 33°, 20', 0" N Elevation: 1273 ft.

The map displays the Phoenix metropolitan area with the following details:

- Cities and Towns:** Surprise, Sun City, Peoria, Glendale, Goodyear, Avondale, Tolleson, Phoenix, Scottsdale, Paradise Valley, Tempe, Chandler, Mesa, and Apache Junction.
- Highways:**
 - I-17 (North-South)
 - I-10 (East-West)
 - I-85 (East-West)
 - SR-87 (East-West)
 - SR-193 (North-South)
 - SR-168 (East-West)
 - SR-169 (East-West)
- Airports:**
 - Sky Harbor International Airport (marked with an airplane icon)
 - Chandler Municipal Airport (marked with a cross)
 - Williams Gateway Airport (marked with an 'X')
 - Falcon Field (marked with a cross)
- Other Features:**
 - Indian Bend Wash (marked with a cross)
 - Superstition Pkwy
 - Apache Blvd
 - Country Club
 - Guadalupe
 - A large blacked-out rectangular area in the lower right, partially obscuring the Chandler and Mesa regions.

Climate



Precipitation: Annual average rainfall 7.52 inches

Annual Sunshine Days: 310

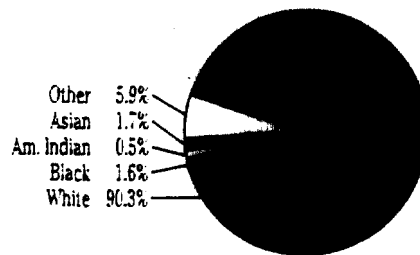
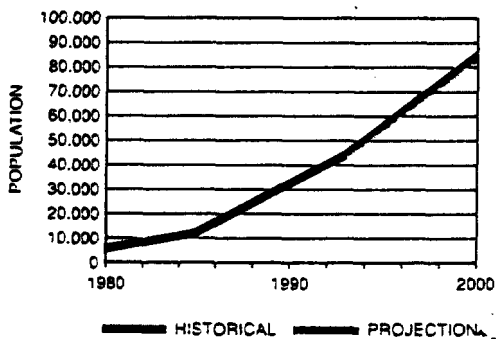
Relative Humidity Average:

January	31%	July.....	20%
April	16%	October.....	23%

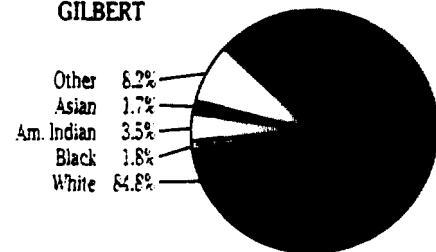
Population/Demographics

Population Growth

Year	Town of Gilbert	% chg	Greater Phoenix	% chg	State of Arizona	% chg
1960	1,833		663,510		1,301,161	
1970	1,971	8	971,228	46	1,775,399	36
1980	5,717	190	1,509,262	55	2,718,215	53
1990 (April)	29,188	410	2,122,101	41	3,677,985	35
1993 (Jan. Estimate)	40,000	37	2,198,000	4	3,789,000	3
1993 (Dec. Estimate)	44,415	11	2,333,275	6	4,036,875	7
2000 (projected)	85,000	91	2,715,100	16	4,632,875	15



GILBERT



GREATER PHOENIX

AGE BREAKDOWN 1990

Highest Level Achieved	Gilbert	Greater Phoenix	U.S.
High School Grad	90.7%	81.5%	75.2%
Some College	40.9%	33.9%	24.9%
Bachelor Degree	21.4%	15.0%	13.1%
Graduate Degree	7.6%	7.1%	7.2%

Source: 1990 Census

EDUCATIONAL ATTAINMENT (AGE 25+)

	Under 5	6-17	18-44	45-64	Over 65	Median Age
Gilbert	13.3%	22.6%	49.2%	11.8%	3.2%	27.1
Greater Phoenix	9.6%	16.6%	44.0%	17.3%	12.5%	32.0
U.S.	8.9%	16.7%	43.2%	18.6%	12.6%	32.9

Source: 1990 Census

HOUSEHOLD INCOME 1990

	Median	Average
Gilbert	\$41,078	\$45,719
Greater Phoenix	\$30,797	\$38,996
U.S.	\$30,056	\$38,453

Source: 1990 Census

HOUSEHOLD 1990 9,381

AVERAGE
HOUSEHOLD SIZE 1990 3.11

EMPLOYMENT

Major Employers

Year			Number of
<u>Est.</u>	<u>Employer</u>	<u>Product</u>	<u>Employees</u>
1891	Gilbert Unified School District	Education	1,422
1989	Intesys Technologies	Molded Plastic	670
1989	Smitty's.....	Grocery/Retail.....	350
1989	Casa Blanca Clinic.....	Medical Services.....	300
1906	Town of Gilbert.....	Government	250
1980	Superstition Contracting.....	Residential Subcontractor.....	250
1988	Sam's Club (formerly Pace)	General Merchandise Warehouse	225
1991	Dillard Department Stores	Distribution Center.....	175
1990	Fry's Food & Drug.....	Grocery	170
1986	Earnhardt's Gilbert Dodge.....	Automotive Sales Service.....	140
1980	B&K Steel Fabrications	Fabricated Structural Steel	130
1961	Hunter Ditch Lining.....	Road Construction.....	125
1992	Albertsons.....	Grocery	105
1984	Foxworth Galbraith Truss Co	Truss Manufacturer	80
1992	The Groundskeeper	Landscape Maintenance	80
1989	Tomar Electronics.....	Strobe Lights	75
1988	ABCO.....	Grocery	75
1989	K & M Printing.....	Commercial Printing.....	60
1992	Spectrum Astro	Advanced Space Systems	60
1987	Tashco Industries.....	Window Door Frames.....	50
1989	Bjerk Builders.....	Contractor.....	50
1989	Orange-Sol.....	Cleaning Products	50
1972	Chandler Ready Mix.....	Concrete Products	50
1985	Bashas'.....	Grocery	48
1980	San Tan Roofing.....	Roofing Contractor.....	45
1982	Arizona Needles.....	Baby Bedding Products.....	45
1989	Chocolate Creations	Candy	40

Source: Town of Gilbert Economic Development Dept., 1994

Labor Market

Right-to-Work Legislation

Arizona is a right-to-work state. The law states that "No person shall be denied the opportunity to obtain or retain employment because of non-membership in a labor organization." Reprints of Arizona's labor laws and additional information may be obtained from:

Industrial Commission of Arizona
 State Labor Department
 Administrative Division
 P.O. Box 19070
 Phoenix, AZ 85005-9070
 Telephone: (602) 545-4653

Maricopa County - 1993 Annual Average

Civilian Labor Force: 105,900
 Employed: 1,012,000
 Unemployed: 56,000
 % Unemployed: 5.3% (seasonally adjusted)

Source: DES, Research Administration, (602) 542-3871

1993 Average Annual Non-agricultural Employment, Maricopa County

	<u>Employees</u>	<u>%</u>
Manufacturing	126,900	13%
Mining	800	0%
Construction	56,700	6%
Transp, Commun, Utilities (TCPU)	53,600	5%
Finance, Insur & Real Estate (FIRE)	75,500	7%
Trade (Wholesale/Retail)	248,800	25%
Services	293,800	29%
(1) Government/Education	146,700	15%
Total	1,002,800	100%

(1) Does not include military employment at local Air Force bases

Source: DES, Labor Market Information

Wage & Salary Levels

		WEIGHTED AVERAGE			
<u>Office/Clerical (Weekly Rates)</u>	Mfg.	Non-Mfg.	All	Starting Rate (All)	
Administrative Secretary	\$468	\$ ----	\$ 455	\$ ----	
Clerk-Typist	331	270	306	260	
Computer Programmer	597	538	545	435	
Data Entry Keyer	340	310	310	285	
Executive Secretary	562	510	533	410	
Order Clerk	420	303	355	295	
Payroll Clerk	440	370	390	315	
Receptionist and					
Information Clerk	281	----	315	255	
Secretary	351	----	379	315	
<u>Professional/Technical (Annual Rates)</u>					
Accountant	\$ 29,100	\$ ----	\$ 30,600	\$ 27,400	
Mechanical Engineer	45,900	52,800	52,800	41,100	
Production Supervisor	32,300	39,300	32,300	28,700	
Programmer/Analyst	38,400	37,200	37,200	31,500	
<u>Production (Hourly Rates)</u>					
Drill Press Operator	\$ 10.02	\$ ----	\$ 10.02	\$ 7.05	
Electronic Assembler (Skilled)	10.43	----	10.43	8.10	
Electronic Assembler (Unskilled)	6.00	----	6.70	5.30	
Industrial Truck and					
Tractor Operator	8.28	----	9.00	7.10	
Laborer	8.82	7.91	8.52	6.65	
Machine Operator (lathe)	13.66	----	13.57	10.30	
Machinist - CNC	13.17	----	13.17	10.40	
Machinist - Production	15.01	----	15.37	11.90	
Mechanical Assembler (Skilled)	11.70	----	11.71	9.25	
Mechanical Assembler (Unskilled)	6.13	----	6.14	5.30	
Sheet Metal Worker	10.48	----	11.26	----	
Tool & Die Maker	15.19	----	15.77	11.95	
Truck Driver, Heavy/					
Tractor Trailer	10.53	----	12.21	9.65	
Welder	14.68	10.69	13.18	10.55	

Source: Wadley-Donovan Group, Inc. Projections based on composite analysis of existing surveys, including:

Arizona Department of Economic Security
Bureau of Labor Statistics Area Wage Survey

Wyant Executive Compensation Service
Local Employer Association Surveys

EDUCATION

Primary/Secondary Education

GILBERT PUBLIC SCHOOLS

A contributor to the rapid growth in Gilbert is the reputation of the school system. Gilbert Public Schools employs an energetic group of educators who actively seek better ways of educating the children they serve. This is validated by state and national testing programs which consistently rank all Gilbert schools above state and national testing norms.

General Data:

Size of district: 61 square miles Student/Computer ratio: 14:1
 School year: 9 months Expenditure per pupil: \$3,583
 High School Drop-out Rate: 6.5%
 Student enrollment: 1979-1980: 3,680 students
 1989-1990: 9,974 students
 1990-1991: 10,941 students
 1991-1992: 11,751 students
 1992-1993: 12,528 students
 1993-1994: 13,821 students

Faculty Data:

Total teaching staff: 787
 Student/Teacher ratio:
 Grades 1-6 18.4:1
 Grades 7-12 19.0:1

Teachers salaries, 1993-94: \$22,775-\$46,344 (Average - \$28,740)

School Finances:

1992-93 Operating Budget \$ 40,889,667
 Bonded Long-Term Debt \$ 38,950,000

Note: March 1993 Bond Election for \$109 million for construction of future facilities received a 70% "yes" vote in the general election.

School Tax Rates (per \$100 assessed valuation) - 5 Year Trend:

<u>1993</u>	<u>1992</u>	<u>1991</u>	<u>1990</u>	<u>1989</u>
\$9.12	\$9.16	\$8.93	\$7.73	\$7.89

Achievement Data: 1993 Graduates

Iowa Test of Basic Skills (ITBS Mean Scores)

<u>Grade Four</u>				<u>Grade Seven</u>				<u>Grade Ten</u>			
	Reading Comp.	Usage Expression	Math		Reading Comp.	Usage Expression	Math		Reading Comp.		Math
Gilbert	57	51	53	Gilbert	69	63	63	Gilbert	64		61
Arizona	44	44	44	Arizona	52	52	49	Arizona	49		45
National	48	49	46	National	48	48	46	National	47		48

S.A.T. Mean Scores	<u>Gilbert</u>	<u>Arizona</u>	<u>National</u>
Verbal	456	444	424
Math	519	497	478

A.C.T. Mean Scores	<u>Gilbert</u>	<u>Arizona</u>	<u>National</u>
English	22.4	20.4	20.3
Math	22.7	20.7	20.1
Reading	23.6	21.5	21.2
Science Reasoning	23.2	21.1	20.8
Composite	23.1	21.1	20.7

Arizona Student Assessment Program

Students in grades 4 and 7 are given the Iowa Tests of Basic Skills in the areas of mathematics, reading and language. Students in grade 10 are administered the Tests of Achievement and Proficiency in the areas of reading, mathematics, written expression and reference materials. New performance-based tests in the areas of reading, writing and mathematics are given to students in grades 3, 8 and 12. These tests are designed to engage students in problem solving, abstract reasoning and decision making. Each test has a written response section. Criterion-referenced examinations, as developed by the Gilbert Public Schools, are given to students in the spring. These tests are designed to meet District objectives and measure learning in the basic areas. The results of these tests are available to parents and students.

Scores for students in eastern metropolitan Phoenix are typically higher than those of students from across Arizona and the nation. Pupils in Gilbert Public Schools, which has doubled its size in six years, have consistently recorded achievement test scores that rank them among the top three school districts in Arizona.

Innovative School Programs:

Accelerated Learning Program: An elementary program which provides advanced instruction in math and language arts for students who qualify based on special entrance examinations.

Multiage Program: An elementary program in which children remain with the same instructor for two or more years and proceed through the curriculum at their own rate.

Interdisciplinary Teaming: A junior high program which allows instructors to share a common group of students in order to plan interdisciplinary curriculum units.

Renaissance Program: A high school program in which administrators, teachers, students and parents work together to promote academic achievement through an incentive system.

Secondary Honors: A continuation of the elementary Advanced Learning Program which allows students to take advanced classes in core subject areas.

Adult Education: Evening classes offered to adults who are interested in preparing for the GED examination.

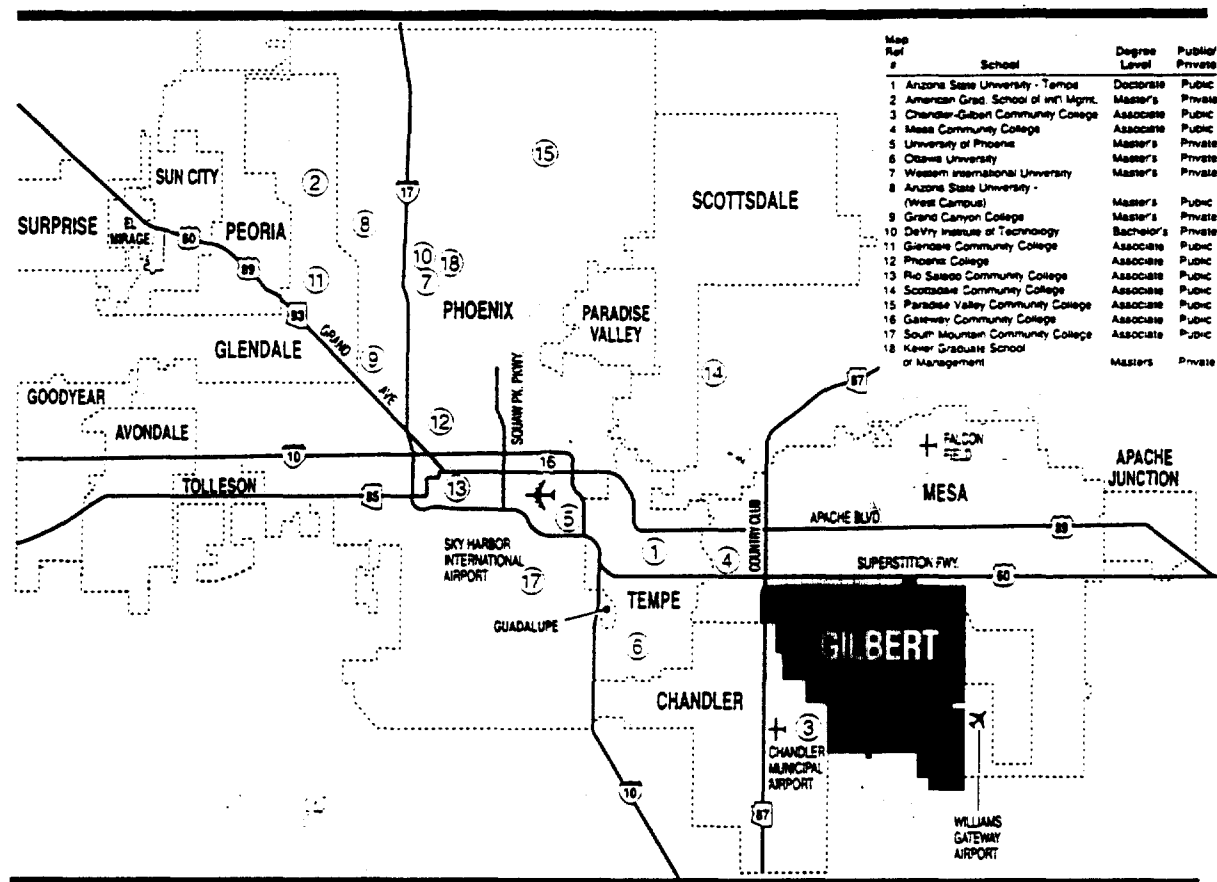
Special Programs Available:

- Vocational Education
- English as a Second Language
- Computer Literacy
- Classes for special needs students

Source: Gilbert Public Schools

Higher Education

Location of Colleges & Universities in Metropolitan Phoenix



Arizona State University

Arizona State University (ASU), located in nearby Tempe, is the nation's fifth largest single campus university. The main campus occupies 600 acres and has a student body of 40,000 students. The university offers strong undergraduate degree programs in nearly 100 fields, 72 masters degree programs and over 40 doctoral programs. Notably, ASU has among the nation's largest graduate student enrollment.

ASU's Engineering Excellence Program has hired over 100 new faculty, built five new research centers and since its founding in 1980 has generated over \$82 million in new funding. For the third year in a row *U.S. News and World Report* has named the College of Engineering as one of the five top up and coming engineering programs in the country. In 1993, *Money Magazine* ranked ASU's Honor College one of the eight best buys in the country for public higher education. ASU's University Research Park provides a high quality environment where the private sector can access ASU's resources for their own research and development activities.

Telephone: (602) 965-4980.

Research at ASU:

- ASU's Center for Solid State Science houses the internationally recognized High Resolution Electron Microscopy Facility where state-of-the-art instruments are used by scientists from around the world.
- ASU's Engineering Excellence Program recently received a \$19 million pledge from the greater Phoenix area's six largest high-technology companies.
- Computer science, solid-state technology, energy systems design, and computer-integrated manufacturing systems research are some of the programs in which ASU is gaining prestige.
- The 320-acre, multi-facility Research Park offers the campus and local communities a link with high tech firms and "think tanks."
- ASU boasts more than four dozen specialized centers of research in physical and social sciences, and the humanities

Maricopa Community College District

Ten separate colleges and the Maricopa Skill Center comprise the Maricopa Community College District. Nine campuses are located in population centers throughout metropolitan Phoenix. A tenth, the "college without walls" conducts classes at over 250 locations throughout the valley. Additionally, the Maricopa Skill Center offers self-paced training in eleven occupations.

Collectively, the Maricopa Community Colleges are the state's largest single provider of education and the second largest multi-community college system in the United States. They serve a year-round enrollment of nearly 180,000 students in credit courses and over 30,000 students in non-credit special interest courses. With another 21,000 students in non-credit employee training programs, the colleges train and educate more local company employees than any other educational institution in Arizona. Close to 6,000 credit course offerings accommodate a wide range of needs and interests, from real-world occupational programs and career education to courses which transfer to universities and four year colleges throughout the United States.

Classes are available days, evenings, and weekends. Small class sizes, affordable tuition and emphasis on teaching attract a diverse year-round student population of all ages. Degrees offered are: Associate of Arts (AA), Applied Science (AAS), and General Studies (AGS). Occupational programs award certificates of completion.

The Maricopa Community Colleges/Centers: Chandler-Gilbert (732-7000); Estrella Mountain (935-8000); GateWay (435-3000); Glendale (435-3000); Maricopa Skill Center (238-4300); Mesa (461-7000); Paradise Valley (493-2600); Phoenix (264-2492); Rio Salado (223-4000); Scottsdale (423-6000); South Mountain (243-8000).

General Information Hotline: (602) 731-8333

Chandler-Gilbert Community College

One of Maricopa Community Colleges, located at Gilbert and Pecos Roads, opened in 1985 and has grown to 4,000 students. Chandler-Gilbert features an FAA-certified Aviation Maintenance Technology Program. The college is accredited by the North Central Association and its goal is to continue developing as a comprehensive community college with a range of university transfer and occupational-technical programs as well as a strong community orientation.

Telephone: (602) 732-7000.

Mesa Community College

The College, located 3 miles from Gilbert, provided service to more than 20,000 students in Fall 1992. Outstanding programs at MCC include Machine, Tool and Die Technology, Computer Aided Drafting, specialty programs including Circuit Design, an impressive array of business technology programs emphasizing accounting technology and a multitude of software application courses. The college provides a full offering of university parallel coursework as well as career preparation in over 40 different areas. A special partnership with Motorola serves 33,000 Motorola employees plus Motorola suppliers in a series of courses that focus on customer satisfaction, quality engineering, management and other issues. A special partnership with Motorola University - West has provided more than 100,000 training days to Motorola employees over the past three years. A comprehensive program of Total Quality Management (TQM) classes is available through the nationally recognized Supplier Training Center at MCC/MU-West.

Telephone: (602) 461-7000.

American Graduate School of International Management (Thunderbird)

One of the top ranked graduate schools in the world, specializing in international business management. More than 1,400 students from 70 countries take courses in international studies, World business and modern languages to prepare for the challenges of working in an increasingly global economy.

Telephone: (602) 978-7011.

University of Phoenix

The University of Phoenix offers undergraduate degrees in business administration, management, and nursing; graduate degrees in business administration, technology management, organizational management, education, counseling and nursing; as well as continuing education courses for education professionals, certificate programs in various areas, and custom training programs. Courses are scheduled to meet the needs of busy working adults and are taught using the latest adult learning theories by industry professionals. The University of Phoenix is accredited by the North Central Association of Colleges and Schools.

Telephone: (602) 966-7400.

Ottawa University

Ottawa University Phoenix was established in 1977 to meet the educational needs of adults whose jobs or family responsibilities make traditional baccalaureate programs impractical. Accredited by the North Central Association of Colleges and Schools, Ottawa offers four-year undergraduate degrees in Business Administration, Labor Management, Public Administration, Law Enforcement, Health Care and Administration, Human Services, Psychology, Sociology, Education and Liberal Arts. A masters of arts degree in human resources is also available.

Telephone: (602) 371-1188.

Western International University

Western International University prepares professionals, executives and entrepreneurs to assume leadership roles in a global marketplace. WTU offers undergraduate and graduate degree programs, and executive development programs. With two-month semesters offered during the day, evening and on weekends, the University provides students the flexibility to complete degree programs within time frames appropriate to their needs. Classes are offered at a number of teaching sites throughout the valley.

Telephone: (602) 943-2311.

DeVry Institute of Technology

DeVry Institute of Technology is accredited by the North Central Association of Colleges and Schools and offers an Associate Degree of Applied Sciences in electronics and Bachelor degrees in electronics engineering technology, computer information systems, accounting and business operations.

Telephone: (602) 870- 9222.

Keller Graduate School of Management

Keller Graduate School of Management is specifically dedicated to meeting the needs of full-time working people. The Masters of Project Management (MPM) degree is designed for managers in engineering, information systems, and other technical fields. The Masters of Human Resources Management (MHRM) curriculum addresses topics like right-sizing, diversity management, and quality.

Telephone: (602) 870-0117 - Phoenix

(602) 827-1511 - Mesa

Business & Industry Institute

Mesa Community College serves the business community with a broad range of workshops, classes and seminars offered through its Business and Industry Institute. The non-credit programs offer classes in computer training, specialty business training, professional development and small business development. They also feature custom in-house training programs. The Business and Industry Institute is also nationally recognized Supplier Training Center offering Total Quality Management (TQM) courses.

Telephone: (602) 461-7493.

East Valley Institute of Technology

In the November 1990 election, voters in ten east valley school districts approved the creation of the East Valley Vocational District. This district became a reality in September 1991 when the campus opened its doors to students for half-day programs. The curriculum focuses on vocational education and features courses in air conditioning, auto, RV technician, aviation, child care, computers, construction, commercial art, photography, drafting, culinary arts, electronics, graphic printing, machining technology, medical careers, Radio and T.V., upholstery, and welding.

Telephone: (602) 461-4173.

Precision Machining Institute

P.M.I. is the educational arm of the Arizona Tooling and Machining Association, a chapter of the National Tooling and Machining Association. Located at Gateway Community College in Phoenix, P.M.I. is operated by directors who own and operate machine shops and manufacturing facilities in Arizona. This unique institutional approach keeps the focus of P.M.I. directly on the needs of manufacturing, assuring up to date class content and quick response to any new educational requirements in our industry.

P.M.I. is the fifth largest school in the NTMA U.S.A. system. Over 250 graduate entry level machinists have been placed in the past four years. In addition to machinist training, P.M.I. offers excellent training in statistical process control, total quality management, electronic gaging, computer numerical control, CAD/CAM and many other programs. P.M.I. is the only accredited S.P.C. school in the Phoenix metropolitan area.

Telephone: (602) 392-5166.

The Arizona Gakuen (Japanese Saturday School)

A "Saturday School" with instruction in Japanese has been established in the East Valley for children with native fluency. The Arizona Gakuen, which serves children from all over the Phoenix Metropolitan area is held at Mesa Community College. The curriculum includes Japanese language, math, social studies and science. Classes in Japanese language and culture are offered to non-Japanese speaking students. The Arizona Gakuen School is a non-profit organization. Much of its support comes from the Japanese Business Association of Arizona and the Japan America Society of Phoenix.

Telephone: (602) 345-4522.

Williams Gateway Airport (Educational Component)

Williams Gateway Airport, a reuse base facility formerly known as Williams Air Force Base will soon be utilized as an education, research and training consortium. A cooperative effort between Arizona State University, Maricopa Community Colleges and several other public and private institutions will feature an aerospace campus and regional training center for general and occupational education. The educational component of the reuse plan will be phased in beginning this year. The long-term vision for Williams is to establish an internationally recognized aerospace center.

Telephone: (602) 968-1013

BUSINESS RESOURCES

Business Support Services

Town of Gilbert Community Development Department

The Town of Gilbert has a highly-trained team of development specialists who assist business and industry by providing expertise in site selection, planning, research, economic analysis and financing. Gilbert's Economic Development Department can provide, at no cost, research in the areas of labor, economics and transportation. A database on available buildings and sites is also maintained.

Telephone: (602) 545-6865.

Customized Work force Training and Recruitment

The Maricopa Community Colleges office of Economic Development provides two very specialized, company-specific, human resource services for companies that are expanding their operations or newly locating in the community.

1. Employee Recruitment—Job announcements in the form of newspaper ads and flyers, job fairs, applicant intake, screening, testing, applicant information database management, interview scheduling, applicant status notification, and project coordination.
2. New Employee Training—Custom design of training materials through task analysis of jobs identified for training, training company supervisors to be trainers and in use of custom training materials, and project coordination.

The Maricopa Community Colleges office of Economic Development will also assist the company with the application process necessary to receive project funding through the Arizona Department of Commerce.

Telephone: (602) 731-8222.

Job Service

The Job Service, funded by the Arizona Department of Economic Security, provides a variety of services to help employers fill jobs by finding qualified, interested people. Job Service has provided employees of all types including professional and technical, skilled and unskilled, full and part-time, and permanent or temporary. Services include screening of applicants and use of offices for interviewing prospective employees.

Telephone: (602) 834-7777.

State of Arizona Work Force Recruitment & Job Training Program

Administered by the Arizona Department of Commerce, the program provides job training assistance to firms that are creating new jobs in Arizona, either through the location of new business or expansion of an existing one. Businesses undergoing economic conversion will also be eligible. Companies will be required to contribute 25% of the total training costs either in cash or in-kind contributions.

The program was established with \$3 million in funds for the first year of operation. Small businesses received a dedicated share of the fund with 20% (\$600,000) reserved for businesses employing fewer than 100 employees. Training is meant to be short-term and customized to meet the needs of the business.

Telephone: (602) 280-1352 Contact: Jackie Flood, Job Training Manager

The Small Business Development Centers (SBDC)

This program offers free counseling and low-cost training on the practical, problem-solving skills needed to make a business succeed. The Business and Industry Institute is the liaison to the GateWay Community College Small Business Development Center, which administers the program. One of the state's first centers, the Chandler Small Business Resource Center, opened in early 1993 and will serve the East Valley. Other SBDC's are planned statewide.

Telephone: (602) 392-5221 (SBDC), (602) 786-2309 (Chandler SBDC).

Business and Industry Institute

Mesa Community College's Business and Industry Institute, located in downtown Mesa, is a key training resource for local and large businesses. A wide diversity of programs address modern management and quality (TQM), professional development, small business growth and computing needs. MCC is an authorized Supplier Training Center for the national Consortium for Supplier Training. Specialized, customized and on-site courses are available.

Telephone: (602) 461-4950 or FAX (602) 461-4949.

APTAN Inc.

APTAN Inc. is a cooperative effort among public and private sector entities whose economic development objectives are directed at creating and retaining employment opportunities by providing technical and marketing assistance to Arizona small businesses.

In addition, APTAN provides the opportunity for businesses to be entered into a computerized data base of Arizona businesses called the Arizona Automated Vendor Inquiry System (AAVIS) that is accessed daily by buyers looking for new suppliers.

Telephone: (602) 280-1348

The Arizona Business Connection

The Arizona Business Connection is a group within the Arizona Department of Commerce. The primary function of this office is to provide help for people starting, expanding, or relocating small businesses. This office is a resource for information regarding licensing (state, county, local) as well as many of the required application forms. Additional services include analysis, referral to business support organizations located in or serving your community and other sources of general information.

Telephone (602) 280-1480 or 1 (800) 542-5684

Service Corps of Retired Executives (SCORE)

SCORE offers free counseling to small businesses or to individuals who may be considering going into business for themselves and to established businesses who may be having difficulties and desire counseling. Seminars on a variety of business topics are also open to the public.

Telephone (602) 640-2329

Gilbert Chamber of Commerce

The Chamber of Commerce is a non-profit, pro-business, voluntary membership organization. The Chamber has nearly 350 business members representing nearly 24,000 employees in Gilbert and the East Valley. Its mission is to develop goals and programs which will support the growth of Chamber members while improving the overall quality of life in Gilbert. The members are active in the community in areas of Economic Development, Business Retention and Expansion, Legislative Affairs, Business Assistance and Business Education partnerships.

It offers business development seminars and political forums open to the entire community; publishes a variety of business lists and a guide to starting a business in Gilbert. Numerous networking opportunities are available for business members as well as business counseling for any business. A business advocate by definition, the Gilbert Chamber maintains a high profile in the community as an involved organization in all matters of business.

Telephone: (602) 892-0056

Maricopa County Private Industry Council

The Private Industry Council's membership consists of representatives from education, public employment, vocational rehabilitation, community-based organizations, organized labor, public assistance, economic development, and the private sector. The majority of the membership in the Private Industry Council is from the private sector. Their purpose is to provide policy direction and oversight for the Job Training Partnership Act. The objective is to provide quality trained work force for the employers in Maricopa County.

Telephone: (602) 506-5911.

Financial Assistance

Financial Institutions (within town boundaries)

Bank One
First Interstate Bank
Bank of America

Revolving Energy Loans for Arizona (RELA)

The Revolving Energy Loans for Arizona (RELA) program was designed and is administered by the Arizona Department of Commerce to assist small businesses and to promote statewide energy conservation and economic development in Arizona.

RELA is capitalized with oil restitution funds received under a federal court-ordered settlement issued in 1986.

Companies eligible for assistance under the RELA program are:

Existing Arizona manufacturers of renewable energy, alternative energy, or energy-conserving products or existing Arizona companies purchasing renewable energy or energy-conserving products for use in their own facilities.

RELA loan requests may range from \$10,000 to \$500,000 (up to 60% of total project costs). Fixed interest rates are between 5% (APR) and 6% (APR). The 1% up front origination fee may also be amortized, if desired. Repayment terms structured with RELA program guidelines.

Contact:

Arizona Department of Commerce
Business Finance
3800 N. Central, Suite 1500
Phoenix, AZ 85012-1908
Telephone: (602) 280-1341

Private Activity Bonds (PAB's) (formerly known as Industrial Development Bonds)

PAB's are low-interest tax exempt bonds which are used to fund industrial and other projects. The federal government limits the amount of PAB's each state may issue. The Arizona Department of Commerce Business Finance Division monitors the state's allocation process, but the Town of Gilbert Industrial Development Authority issues the PAB's. The proceeds from the sale of the bonds are made available to finance projects under loans, leases, or installment sale agreements with private, credit-worthy companies. The payments made are used to pay the principal and interest on the bonds as they become due. Interest rates are normally lower than those charged through conventional borrowing, due to tax-exempt interest.

Contact:

The Town of Gilbert
Economic Development Department
1025 S. Gilbert Road
Gilbert, AZ 85234
Telephone: (602) 545-6865

Arizona Commerce and Economic Development Commission (CEDC)

CEDC, administered by the Arizona Department of Commerce, can provide financial assistance to business ventures that will make a significant contribution to the Arizona economy by increasing or retaining jobs and adding capital investment.

Funding is derived from special lottery games. The CEDC has set the following guidelines for use of the funds:

Portfolio Target Percentage	
• Small business retention & expansions	-55 %
• Business locates	-22 %
• Special incentives	- 8 %
• Production financing	- 9 %
• Co-Venture funds	- 6 %

Contact:

Arizona Department of Commerce
Financial Services and Housing Development Division
3800 N. Central, Suite 1500
Phoenix, AZ 85012-1908
Telephone: (602) 280-1369

Small Business Administration (SBA)

One of the major sources of financial assistance from the federal government is the Small Business Administration. The SBA is primarily a bank guarantee program that provides loan guarantees to banks for small businesses. Guarantees can amount to 85 percent of a business loan to a maximum of \$750,000. At present, direct loans are very limited and available under special conditions. The loans are limited to \$150,000. To receive most forms of SBA loan assistance, a company must show that competitive financing is not available from other sources.

SBA loans may be used for business construction, expansion, or conversion; purchase of machinery, equipment, facilities, supplies, materials; working capital.

Contact:

Small Business Administration
Central and One Thomas, Suite 800
2828 N. Central
Phoenix, AZ 85004-1025
Telephone: (602) 640-2316.

Small Business Administration 504 Loans

The objective of the 504 Program is to achieve community economic development through job creation and retention by providing long-term fixed asset financing to small businesses.

A private sector lender makes a long-term, market rate loan for 50% of a fixed asset project; Arizona Enterprise Development Corporation (AEDC), a certified development corporation staffed by the Department of Commerce, makes a long-term fixed-rate, subordinated loan for 40% of the fixed asset project. Advantages: long-term, low down payment (10%) and below-market fixed-rate on the AEDC's 40%. There is a job creation requirement (1 job per \$35,000 of AEDC's loan amount). In some situations, this criteria can be waived.

Contact:

Arizona Department of Commerce
Business Finance
3800 N. Central Ave., Ste 1500
Phoenix, AZ 85012-1908
Telephone: (602) 280-1341

Small Business Innovation Research Program (SBIR)

SBIR grants or contracts, under a federal government program begun in 1982, provide small businesses with important, yet scarce, "idea" money. The program attempts to achieve other objectives as well: technology transfer (converting research into new products/services) and eventually commercialization. Competing companies must have fewer than 500 employees, be independently owned, and be controlled and owned (more than 50%), by U.S. citizens.

The process begins with eleven federal agencies publishing solicitations which describe areas of research they will fund. Small businesses then submit written proposals for funding of their research projects. These proposals are evaluated competitively and grants or contracts are awarded to projects on the basis of technology excellence and potential importance to the private sector or government.

Contact:

Small Business High Technology Institute
346 W. Georgia Avenue
Phoenix, AZ 85013
Telephone: (602) 277-6603

Operating Environment

Arizona has a competitive business environment with operating costs nearly 25 percent lower on average than Southern California and other major U.S. metropolitan markets.

- Arizona has no unitary tax, no inventory tax, no franchise tax, no municipal income tax, and no sales tax on direct sales to state and federal government.
- Arizona does not tax income paid to a parent company by a subsidiary when the parent firm owns at least 50 percent of the subsidiary and is headquartered in Arizona.
- Arizona statutes specify that net operating losses may be carried forward to the extent allowed in Federal Income Tax.
- Arizona has adopted responsible environmental regulatory policies that generally are no more stringent than those mandated by the federal government. More importantly, regulatory agencies make every reasonable effort to help industry understand and comply with environmental laws.
- Financial opportunities have been enhanced by the recent formation of the Arizona Stock Exchange, which provides Arizona companies with a new means of raising capital.
- Arizona has adopted an accelerated depreciation tax law which allows the County Assessor to adjust depreciation schedules as follows to determine the valuation of class three personal property that is initially assessed during tax years 1994, 1995 and 1996. The tax rate is calculated by multiplying the current value factor by the new accelerated rate. The product is the proposed value factor which is used to determine the total levy.

Year of Ownership	Current Value Factor	X Accelerated Rate	= Proposed Value Factor
0	96%	X 40%	= 38.4%
1	91%	X 56%	= 51.0%
2	84%	X 72%	= 60.5%
3	76%	X 88%	= 66.9%

Incentives

Arizona has developed targeted incentives to promote the growth of existing industry and hasten the recruitment of desirable new businesses. These incentives include:

- **State Funded Job Training**
Providing a \$3 million program that is administered by the Department of Commerce. Targeted at new and existing businesses, the job training services will be coordinated through either the community college system or a private, post-secondary educational institution, unless an employer specifies another provider.
- **Research and Development Tax Credit**
Qualified research conducted within the state is eligible for a research and development tax credit. Maximum allowable yearly credit begins at \$100,000 the first year, and increases to \$500,000 in the fourth year and thereafter. In addition, a 15-year carry forward for any unused portion of the credit is permitted. A Sales Tax exemption on the purchase of new (R&D) equipment.
- **Foreign Trade Zones**
Providing designated and controlled areas for storing, sorting, packaging, or preparing goods. Within this area, the goods are considered by the U.S. government to be outside U.S. customs territory and can take advantage of bringing in foreign and domestic merchandise for shipment to a third country without formal customs entry or payment of customs duties or excise taxes. In addition, these goods are usually not chargeable against quotas. State law classifies real and personal property in the zone as class eight.
- **Defense Contractor Restructuring Assistance Program**
This program, administered by the Department of Commerce, assists qualified defense contractors in becoming more competitive for DoD contracts, encourages them to diversify into commercial markets, adopt new manufacturing processes and technologies, and consolidate facilities into this state. The enabling legislation offers corporate income tax incentives and property tax incentives.
- **Environmental Technology Manufacturing Assistance Program**
This program is similar to the Defense Contractor Restructuring Assistance Program. It provides tax credits and exemptions, and classifies real and personal property as class eight (5 percent of full cash value) for environmental technology companies.
- **Arizona Technology Development Authority**
This legislation authorizes the Department of Commerce to establish AZTECH, a Technology Development Authority. AZTECH will be a state-sponsored, non-profit corporation for the purpose of applying for federal technology and energy-related grants.
- **Personal Property Tax**
Construction Work in Progress: Secured and unsecured personal property relating to construction work in progress is exempted from taxation until the construction work has progressed to a point at which the personal property can be used for its intended purpose.
- **Commercial Lease Tax Phase Out**
The commercial lease tax will be phased out over a period of five years. The phase out began December 31, 1992. See page 35 for example of the phase out.
- **Weighted-Distance Tax Phase Out**
This legislation should bring Arizona's transportation tax structure in line with other states, and it provides for a 24 percent reduction in the weight-distance tax for qualifying commercial vehicles. A formula for future reductions in the weight-distance tax will also be established as a part of this legislation.

Source: Arizona Department of Commerce

MARKET ACCESS

Air Travel



Major Non-Stop Daily Destinations from Phoenix Sky Harbor International Airport

Destination	Daily Flights	Destination	Daily Flights	Destination	Daily Flights
Albuquerque, NM	21	Long Beach, CA	4	Salt Lake City, UT	13
Atlanta, GA	6	Los Angeles, CA	42	San Antonio, TX	3
Austin, TX	8	Los Cabos, Mexico	1	San Diego, CA	26
Burbank, CA	12	Memphis, TN	1	San Francisco, CA	16
Charlotte, NC	2	Mexico City, Mexico	1	San Jose, CA	6
Chicago, IL	14	Milwaukee, WI	3	Seattle, WA	7
Cincinnati, OH	3	Minneapolis/St. Paul, MN	8	St. Louis, MO	11
Colorado Springs, CO	3	Nashville, TN	2	Tulsa, OK	4
Columbus, OH	5	New York, NY	7	Washington D.C., Dulles	1
Dallas/Ft. Worth, TX	15	Oakland, CA	9	Wichita, KS	2
Denver, CO	17	Oklahoma City, OK	3	Other Arizona Cities (12)	78
Detroit, MI	4	Omaha, NE	3	Total Daily Non-Stop Flights	510
Durango, CO	2	Ontario, CA	24	Total Destinations	64
El Paso, TX	16	Orange County, CA	8		
Farmington, NM	1	Orlando, FL	1		
Gallup, NM	5	Palm Springs, CA	9		
Grand Junction, CO	4	Philadelphia, PA	3		
Houston, TX	14	Pittsburgh, PA	4		
Indianapolis, IN	1	Portland, OR	8		
Kansas City, MO	8	Reno, NV	3		
Las Vegas, NV	34	Sacramento, CA	4		

Non-Continental Destinations
Los Cabos, Mexico
Mexico City, Mexico

SOURCE: Phoenix Flight Guide, Nov./Dec. 1993

Air Travel

Sky Harbor International Airport

The airport, located 12 miles west of Gilbert, is served by 16 major airlines and has non-stop flights to every major U.S. city. Sky Harbor was recently voted 3rd best airport in the nation by the readers of the Conde Nast Traveler Magazine. In all, there are more than 920 flights in and out of the airport each day with direct service to 66 destinations.

Phoenix Sky Harbor International Airport is primed to become an international gateway with completion of the Goldwater Terminal 4. The terminal services flights with 48 gates, four of which are in the International Concourse. The concourse will clear up to 400 passengers per hour through its state-of-the-art custom inspection facilities and can be expanded to accommodate up to 800 passengers per hour.

Telephone: (602) 273-3300.

Williams Gateway Airport

Williams Gateway Airport, a reuse base facility, formerly known as Williams Air Force Base, has been designated as an important aviation center, complete with aviation related manufacturing, education, research, aircraft maintenance and retrofit uses. Its runways will provide for air cargo and passenger service as Phoenix Sky Harbor International Airport reaches it's capacity and as the East Valley demand for convenient air service grows. Physical features of the reuse facility include three 150' wide parallel runways with the longest measuring 10,400 ft. more than 1.7 million square feet of space for flight operations, support services, administration, warehouses and classrooms (200 buildings).

Telephone: (602) 988-1013

Chandler Municipal Airport

Located 4 miles south of Gilbert, the Chandler Municipal Airport serves the southeast Phoenix metropolitan communities. The airport currently has one 4,400' runway, a 4,850' parallel runway, and 116 large T-hangars. The airport has transient aircraft parking and offers 80/87, 100LL and Jet-A aviation fuels. A 24-hour self-service fuel island offers 80/87 and 100LL and accepts most major credit cards.

Telephone: (602) 963-0411.

Falcon Field Municipal Airport

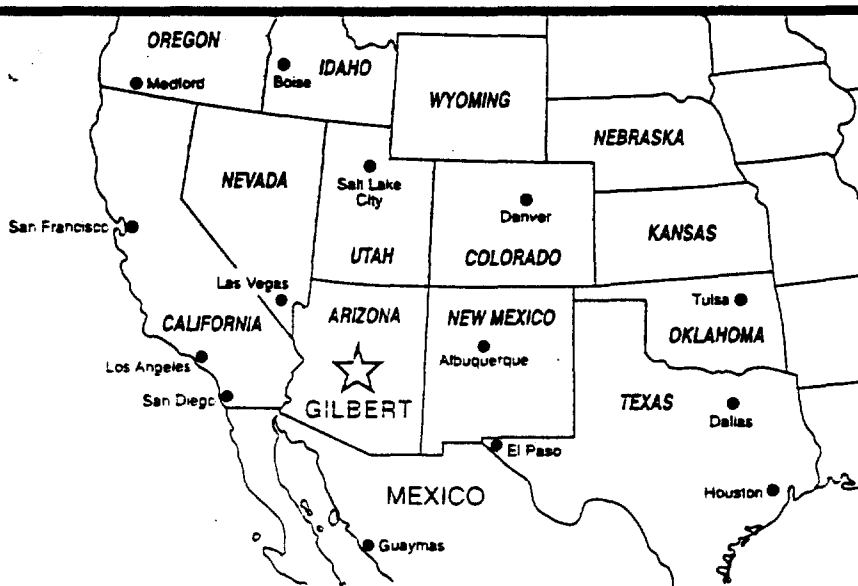
Falcon Field is located 8 miles from Gilbert and currently has two runways, one 5,100' long and the other 3,800' in length. The airport has a total of 32 large T-hangars, and 263 small T-hangars.

Telephone: (602) 644-2444.

Overnight and Second Morning Markets

Highway Distances:

Albuquerque, NM	477 mi (767 km)
Dallas, TX	1028 mi (1654 km)
Denver, Co	841 mi (1353 km)
El Paso, TX	426 mi (685 km)
Gallup, NM	323 mi (520 km)
Houston, TX	1161 mi (1868 km)
Las Vegas, NV	315 mi (507 km)
Los Angeles, CA	415 mi (668 km)
Nogales, AZ	168 mi (270 km)
Reno, NV	353 mi (568 km)
Salt Lake City, UT	708 mi (1139 km)
San Diego, CA	381 mi (613 km)
San Francisco, CA	813 mi (1308 km)
Tucson, AZ	104 mi (167 km)

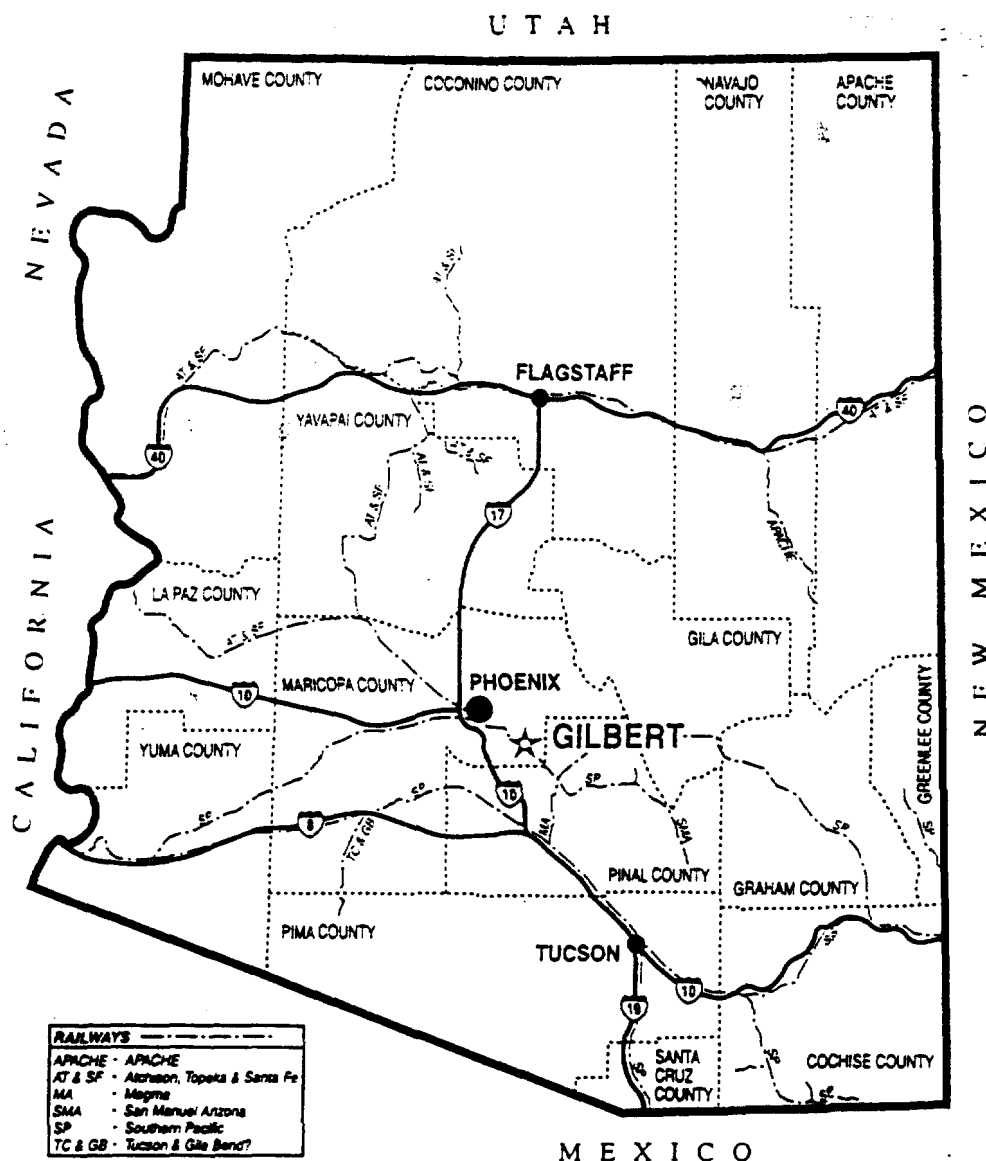


Trucking

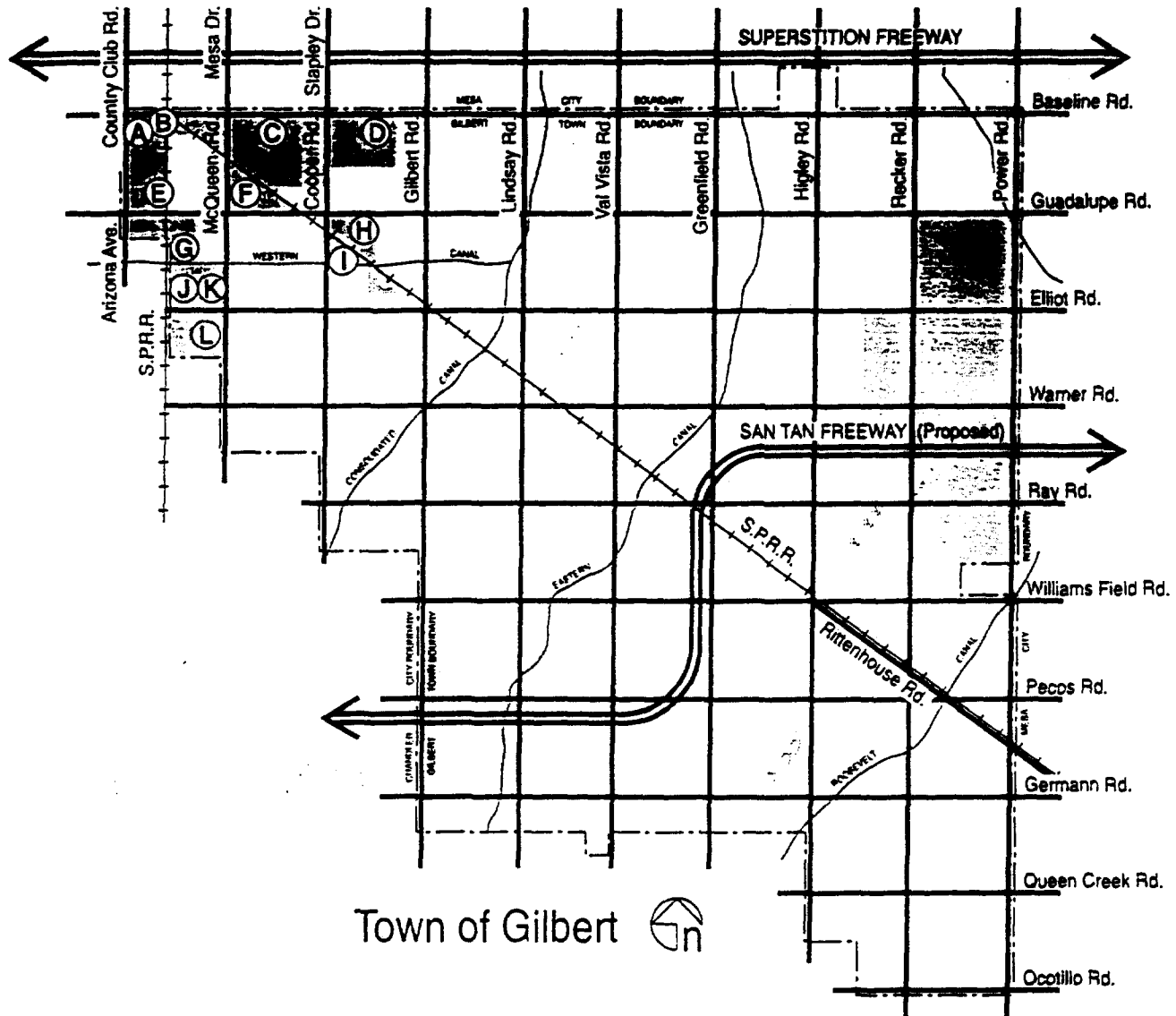
Metropolitan Phoenix and the State of Arizona are linked to both the East and West Coasts via Interstate-10, a highway which extends from Florida to California. Greater Phoenix is situated right on I-10, and accesses major southwest markets in California, Nevada, Utah, Colorado, New Mexico and Texas in only a few hours to two days travel. Gilbert's proximity to highways offers industry same day trucking service to the enormous Southern California and Mexico markets.

Rail

Greater Phoenix is served by one transcontinental rail line, the Southern Pacific, and two Amtrak lines. The Town of Gilbert has available industrial-zoned properties served by rail.



Industrial Parks



Gilbert Industrial Parks

Total Industrial Building Space Constructed: 2,273,620 sq. ft.

- A Hewson Southeast Park at Fiesta Tech Center 52 acres
- B Sares Center Fiesta 10 acres
- C East Valley Commerce Center 90 acres
- D Gilbert Corporate Center 220 acres
- E El Dorado Tech Center 135 acres
- F Fiesta Ranch Business Park 220 acres
- G Tremaine Industrial Park 40 acres
- H Golden Key Park 48 acres
- I Hudson Industrial Park 36 acres

- J Elliot Corporate Center 80 acres
- K Sunrise Business Park 80 acres
- L Fortune Center 230 acres

LAND DESIGNATED INDUSTRIAL/COMMERCIAL
USE BY GENERAL PLAN

UTILITIES

Electric

The Town of Gilbert is served by two utilities - Arizona Public Service and the Salt River Project - each serving separate areas of the town:

Arizona Public Service

Headquarters:

P.O. Box 53999, Mail Sta. 8612

Phoenix, AZ 85072-3999

(602) 371-7171

Local Business Office:

200 N. Gilbert Road

Gilbert, AZ 85234

(602) 250-1387

Number of Customers: 624,000

Capacity & Demand:

Current generating capacity - 4,022 MW per generating plant

Current peak overall power system - 3802.3 MW per load research

Residential Use:

Example: Monthly use 1,201 kWh Monthly bill \$117 (includes 6.7217% sales tax, Regulatory Assessment and Energy Efficiency and Solar Energy Fund, EESE)

Commercial/Industrial Rates:

Example #1: Demand = 60 kW

Monthly kilowatt hour usage = 10,770 kWh (includes 6.6568% sales tax, Regulatory Assessment and EESE)

Monthly bill = \$ 1,247

Example #2: Demand = 1,500 kW

Monthly kilowatt hour usage = 525,600 kWh (includes 6.6568% sales tax, Regulatory Assessment and EESE)

Monthly bill = \$ 41,940

Source: Arizona Public Service Company

Salt River Project

Headquarters:

P.O. Box 52025

Phoenix, AZ 85072-2025

(602) 236-8888

Local Business Office:

2081 N. Arizona Ave., Ste. 123

Chandler, AZ 85224

(602) 236-2433

Number of Customers: 560,000

Capacity & Demand:

Current generating capability - 4,423,000 kW

Current peak overall power system - 3,911,000 kW

Residential Use:

Example: Monthly use 1,201 kWh Average monthly bill \$102 (includes 6.5% sales tax)

Commercial/Industrial Rates:

Example #1: Demand = 50 kW

Monthly kilowatt hour usage = 10,770 kWh

Average monthly bill = \$ 937 (includes 6.5% sales tax)

Example #2: Demand = 1,500 kW

Monthly kilowatt hour usage = 525,600 kWh

Average monthly bill = \$ 36,701 (includes 6.5% sales tax)

Source: Salt River Project

Natural Gas

Supplier: El Paso Natural Gas

Distributor: Southwest Gas Co. Corporate Hq.
10851 N. Black Canyon Hwy.
Phoenix, AZ 85029
(602) 861-1999

Commercial/Industrial Rates:

Small (less than or equal to 600 therms per month)
\$15.00 Basic Service Charge, plus \$0.51841 per therm

Medium Commercial (more than 600 therms but less than or equal to 15,000 therms per month)
\$100.00 Basic Service Charge, plus \$0.44890 per therm

Large (more than 15,000 therms per month)
\$750.00 Basic Service Charge, plus \$0.37676 per therm

Source: Southwest Gas Company

Sewer

Sewer Utility
Provider: Town of Gilbert

Type of treatment: Extended aeration using oxidation ditches

Treatment plant: Secondary treatment - filtration/disinfection.

Capacity: 5.5 MGD
Average Demand: 2.5 MGD
Peak Demand: 3.5 MGD

Wastewater Reclamation Plant:

The Town's wastewater reclamation plant was designed and is operated to produce high quality effluent. This effluent may be used for various industrial processes, refill/maintain artificial lakes, landscape irrigation, and groundwater recharge. This water is available for 25% of the potable water rate.

Expansion plans: Current plant will be expanded to 11 MGD by the year 2000.

Sewer rates:

Commercial - \$ 1.85 per 1,000 gallons water consumption
Residential - \$10.05 per unit per month base + a consumption charge of \$1.75 per 1,000 gallons for 70 percent of the average monthly wastewater flow. The average will be determined from water usage during January, February and March when watering lawns, washing cars and filling swimming pools are at a low.

Sewer connection fee:

Residential - \$1,580 (single-family, multi-family per unit)
Commercial, based on water meter size:

<u>Meter</u>	<u>Fee</u>
5/8"	\$ 1,580
1 "	3,475
1.5 "	6,950
2 "	10,430
3 "	20,855
4 "	34,760
6 "	69,520
8 "	135,880

Source: Town of Gilbert

Water

Water Utility

Supplier: Town of Gilbert

Water Source:

Current - Ground water, 12 area wells

Future - Conversion to surface water completed by 1996

Current Daily Use:

Average demand..... 8.5 MGD (Million Gallons Per Day)

Peak Demand.....12 MGD

Storage Capacity: 11,250,000 gallons

Average Delivered Temperature: 68 - 70 degrees

Average pressure in system: 65 lbs.

Residential use: 21,580 gallons per month average; \$48.94 average monthly bill (water/sewer combined)

In order to meet the needs of the future, and comply with federal water guidelines, the Town of Gilbert will have a new surface water treatment plant completed by 1996. To buffer the increase in operating costs over the current treatment plant, a plan has been adopted by the town to phase in additional user revenues to achieve an additional 30% over current operating costs.

Meter Base Rates

Meter	Current	January '94	June '94	January '95	June '95	January '96
3/4"	\$ 8.00	\$ 8.60	\$ 9.00	\$ 9.55	\$ 10.05	\$ 10.70
1 "	15.00	15.20	15.40	15.60	15.80	16.00
1.5"	20.00	22.00	23.00	25.00	26.00	30.00
2 "	30.00	34.00	38.00	42.00	46.00	50.00
3 "	50.00	57.00	64.00	71.00	78.00	85.00
4 "	80.00	90.00	100.00	110.00	120.00	130.00
6 "	100.00	128.00	156.00	184.00	212.00	240.00
8 "	150.00	192.00	234.00	276.00	318.00	360.00

Residential Rate Blocks

	<u>0 to</u> <u>20,000</u>	<u>20,001 to</u> <u>30,000</u>	<u>30,001+</u>
January - May 1994	\$0.67	\$0.85	\$0.95
June - December 1994	0.71	0.90	1.05
January - May 1995	0.75	0.95	1.10
June - December 1995	0.80	1.05	1.15
January - May 1996	0.85	1.10	1.25

Non-Residential Rate Blocks

	<u>0 to</u> <u>20,000</u>	<u>20,001 to</u> <u>30,000</u>	<u>30,001 to</u> <u>100,000</u>	<u>100,001+</u>
January - May 1994	\$0.67	\$0.88	\$0.99	\$0.97
June - December 1994	0.71	0.92	1.04	1.02
January - May 1995	0.75	0.98	1.10	1.08
June - December 1995	0.80	1.03	1.18	1.13
January - May 1996	0.85	1.10	1.25	1.20

Example: Assume that an industry located in Gilbert consumes 250,000 gallons of water in one month's time and has a 2" meter. Rate is computed as follows:

Consumption in gallons from table using January 1994.

0-20,000 @ .67 (1st 20,000 gallons)	20 x .67 = \$ 13.40
20-30,000 @ .88 (next 10,000 gallons)	10 x .88 = \$ 8.80
30-100,000 @ .99 (next 70,000 gallons)	70 x .99 = \$ 69.30
100,001+ @ .97 (remaining balance)	150 x .97 = \$145.50

\$237.00

Monthly base rate

34.00

Total Cost of Water for Month

\$271.00

Communications

Telephone

Supplier: U S WEST Communications, Inc.
8900 North 22nd Avenue
Phoenix, AZ 85021

Service Area: 29 square miles

Toll Free Calling Area: Phoenix Metropolitan Area

Customer Lines: 26,145 (Business - 22%)

Call Handling: Gilbert is served by a digital electronics switching system which provides the latest in call handling capability. The office provides residences and businesses with "state of the art" custom calling and digital services features, including Digital Centron.

Transport: The office is served with fiber optic offering the latest in digital transport services.

Telecommunications: Gilbert's dry climate is ideal for satellite transmission and reception. Five distinct Atlantic satellite systems, most Pacific satellites, and the entire U.S./Mexican domestic satellite network can be accessed from Gilbert.

Source: U.S. West Communications

COMMUNITY RESOURCES

Housing

The Gilbert area offers a wide variety of housing alternatives in styles, costs and surrounding:

Lakeside Living: Six lakeside housing developments in Gilbert offer a unique option to traditional subdivisions. The developments vary in size and offer amenities such as a beach/swimming area, clubhouse facilities, boating and many recreational opportunities.

Large Subdivisions: These "rural" areas of Gilbert offer up to 5 acres per site. These mini-ranches are rich in tradition, and offer horse privileges for the equine-oriented.

Single-Family Homes: There are currently more than 100 subdivisions, most of which have been established in the past 10 years.

Apartments: Nine apartment complexes, with a total of 2,210 units, are located within the community

Housing Costs:

Construction cost range (excludes cost of lot):

Low:	\$ 48 per square foot
Medium:	\$ 58 per square foot
High:	\$ 70 per square foot

Housing Starts:

Year	<u>1993(est)</u>	<u>1992</u>	<u>1991</u>	<u>1990</u>	<u>1989</u>	<u>1988</u>	<u>1987</u>	<u>1986</u>
# of permits	1700	1448	1345	906	922	1251	1076	1086

Rental Costs:

<u>Houses</u>	<u>Typical monthly Rental cost</u>	<u>Apartments</u>	<u>Typical monthly rental cost</u>
2 Bedroom	\$ 600.00	1 Bedroom	\$ 380.00
3 Bedroom	\$ 775.00	2 Bedroom	\$ 452.00
4 Bedroom	\$ 900.00	3 Bedroom	\$ 670.00

Medical Facilities

Local Hospitals

<u>Facility</u>	<u># of Beds</u>	<u>Facility</u>	<u># of Beds</u>
Chandler Regional Hospital	120	Mesa Lutheran Hospital	373
Desert Samaritan Hospital	345	Valley Lutheran Hospital	172

Major Clinic

The Casa Blanca Clinic performs a variety of medical services, from routine checkups to the most sophisticated diagnostic and surgical procedures. The clinic employs over 350 medical personnel, with doctors specializing in virtually all medical disciplines.